

EXP

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...ENHANCING EXPORT TRADE EDUCATION

VOLUME 2 ISSUE 3

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demand for Nigeria's cashew by foreigners increased and this pushed up the prices of local cashew nuts by 15.4 per cent.

Nigeria's cashew is usually harvested between February and June, though farmers stock the crop and export it all year round. "Cashew is being sold for N450,000 per metric tonne. It was sold between N370,000 and N390,000 per metric tonne a month ago", he added. He lamented about how foreign traders move into farmlands to purchase produce directly from farmers and called on the government to address the issue and regulate this act.

(Excerpt from www.sunnewsonline.com)

NACCIMA and Experts Seek Increased Support for Non-Oil Exports



The Nigerian Association of Chambers of Commerce, Industry, Mines and Agriculture and Operators in the Organised Private Sector (OPS) have called for improved production capacity for non-oil exports in 2017.

According to them, the drop in global oil prices made it imperative for the nation to vigorously pursue broader economic diversification in the New Year.

National President of NACCIMA, Mr. Bassey Cobham, urged the Federal Government to carry the private sector along in policy implementation, especially in manufacturing, agriculture and export.

Similarly, Mr. Shehu Abdulkadir, Managing Director of CasmineAssyer, a government-approved export inspection firm, said informal export activities accounted for more than 70 per cent of the nation's non-oil exports.

Thus, large volume of non-oil export commodities like agricultural products, food and industrial products are being shipped through other African countries, because they have the right structures like product testing laboratories in place.

To this end, experts place emphasis on the need for a formalisation of informal and illegal export activities for the nation to reap its benefits. (Excerpts from www.thetidenewsonline.com)

OTHER HEADLINES

Rice Exporters' shares rise on higher export, price outlook www.BusinessStandard.com

Cashew harvests to consolidate impressive gains from last year www.businessdayonline.com

Nigeria exported more lead, zinc ore in 2014 – NEITI www.thisdaylive.com

How Nigeria's losing \$6.5bn cotton export revenue www.sunnewsonline.com

Shrimps, prawns export gain traction on the back of safer Nigerian waterways www.businessdayonline.com

EXPORT NEWS



3T Partners with A UAE Company To Secure Charcoal Contract for Exporters

In our aggressive drive to grow the non-oil export volume from Nigeria, 3T Impex

Consulting Limited has recorded another milestone via the recently signed MOU with a UAE based company Epoch General Trading FZE to buy Hardwood Charcoal from Nigeria. This has created a huge market opportunities for the Exports of Charcoal across Nigeria.

The minimum contract volume is 10 containers (190MT) and it is valid for 6months. For more details on the unit price, quality specifications and other detail. The broker charges the sum of N20,000 per container. Kindly send an email to tradeacademy@3timpex.com to get the details.

(Excerpts from www.tradeinfong.com)



Cashew Farmers earn \$300m Revenue In 2016

Nigeria's cashew farmers under the auspices of the National Cashew Association of Nigeria (NCAN) recorded revenue of \$300 million in 2016, which represents an increase of 20 per cent from \$250 million in 2015.

Speaking at the Annual Cashew Logistics meeting in Lagos recently, President of NCAN, Tola Faseru, said: "We produced about 170,000 metric tonnes this year and with what we have seen so far, 2017 is going to be better."

According to him, in 2016, Vietnam, the world's largest cashew exporter, experienced its worst drought in a century, which reduced the country's export by 11 per cent and created market for cashew nuts from other countries. As a result, the

EXPORT BOOK

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for Bankers, Exporters & Investors in Export Business

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EXPORT PROGRAMMES

EXPORT BOOT CAMP (WEEKEND)

DATE: 14TH and 21ST January, 2017.

TIME: 9:00am – 5:00am Prompt

DAYS: Every Saturdays

FEE: N103,500

VENUE: 3T Impex Trade Centre

ADDRESS: No 11D, Bola Shadipe Street, Off Adelabu Street, Surulere, Lagos.

EXPORT BOOT CAMP (WEEKDAY)

DATE: 24TH and 25TH January, 2017.

TIME: 9:00am - 5:00am Prompt

DAYS: Tuesday and Wednesday

FEE: N103,500

VENUE: 3T Impex Trade Centre

ADDRESS: No 11D, Bola Shadipe Street, Off Adelabu Street, Surulere, Lagos

FREE EXPORT SEMINAR FOR SMALL SCALE MANUFACTURERS

TARGET: Small Scale Manufacturers who have products, Local Markets, Factory and NAFDAC if possible

DATE: 27TH January, 2017

TIME: 9:00am

FEE: Free

VENUE: 3T Impex Trade Centre

ADDRESS: No 11D, Bola Shadipe Street, Off Adelabu Street, Surulere, Lagos.

SEMINAR ON RETIREMENT PLANNING FROM PAID EMPLOYMENT TO SELF-EMPLOYMENT.

DATE: 7TH JANUARY, 2017.

TIME: 10:00am

FEE: Free

VENUE: 3T Impex Trade Centre

ADDRESS: No 11D, Bola Shadipe Street, Off Adelabu Street, Surulere, Lagos.



ENHANCING EXPORT TRADE EDUCATION

EXPORT EDUCATION

Handling the Critical 5Ps of Export Business Success-Part-2 (The Pricing)

.....CONTD FROM LAST ISSUE

By BamideleAyemibo

The next question that needs to be address is, where can I get the amount involve in each of the cost elements? It is important for the exporter to know that some of these fees are fixed while others are determined by the nature and the selling of the item being shipped. The amount involve in each of these fees can be obtained from banks, shipping line, haulage firms, government agencies, freight forwarder and inspection agent. For example NXP processing fee is N5, 000 irrespective of the value of the product stated on the form. On the other hand, some fees are fixed as a percentage of the selling price, for example the NESS fee is 0.5% of the FOB value (products cost plus profit), while marine and GIT ranges from 0.3-0.5% of the product cost. Some other charges are paid per container and this includes the freight forwarder's fee, shipping line local charge, the freight charge and the inspection fee. The other fees like Certificate of origin fee, Fumigation certificate fee, Phytosanitary Certificate fee, SON or NAFDAC fee are charged based on a number of other variables like quantity, amount etc.

The third question to be answered by the exporter is who are the people to be paid in the export project? The Product Cost is paid to the supplier, Transport cost to the warehouse and Transport cost to the port will go to the haulage firm, Warehousing cost will go to the warehousing company, the Freight forwarder and Port Logistics fees will go to the freight forwarder, Shipping Line local charges and Freight Charges go to the shipping line, NXP processing fees, Commission on Export Proceeds and Interest Rate (if any) go to the bank. The other fees like Quality and quantity Inspection fee goes to the inspection agent, the Marine and GIT Insurance fee go to the insurance company and lastly, the Nigeria Export Supervision Scheme (NESS) Fee, SON or NAFDAC fee, Certificate of origin fee, Fumigation certificate fee and Phytosanitary Certificate fee to the respective government agencies.

The fourth question that needs to be answered by the exporter in the planning stage is, when am I supposed to pay the freight forwarding agent's fee? First of all, we need to define the job of the freight forwarder. This is a custom licensed agent that arranges the shipment of goods to international destination. He is engaged to clear the goods for export and process the post export documentations. His job could also include other things like processing pre export documentations, payment of NESS fees etc. depending on the agreement with the exporter. We recommend that you pay the agent an advance that covers all his costs (about 70%) at the point of engagement and pay the 30% balance which is mainly his profit after he must have delivered the Bill of lading and other agreed post export documentations to you.

.....TO BE CONTD IN NEXT ISSUE



A 2-DAY EXPORT BUSINESS BOOT CAMP

14th and 21st January, 2017
2nd & 3rd Saturdays of every Month

N103,500
PROMO PRICE

BENEFITS

- * FREE Book (Export Business Made Easy) for all Participants
- * FREE Export Advisory Services
- * Guaranteed Export Contract, at 25% Discount
- * 40% Discount on our Export Mentoring Programme
- * Access of Export Financing from Commercial Bank
- * Export finance Presentation from a Commercial Bank
- * Training Manual
- * Certificate of participation
- * Tea Break & Lunch



VENUE:
3T IMPEX TRADE CENTER

ADDRESS:
11D, Bola Shadipe Street,
Off Adelabu Street,
Surulere, Lagos. NG.

EXPORT TRAINING PRODUCTS

N5,000 PER COPY

... Promoting Export, Creating Exporters And Growing Exporters

Title: A – Z of Export Business Success

Author: Bamidele Ayemibo

Duration: 35Mins

Price: N5,000:00

N5,000 PER COPY

... Promoting Export, Creating Exporters And Growing Exporters

Title: Retirement Planning from Employee to Entrepreneurship (Vol. I)

Author: Bamidele Ayemibo

Duration: 19Mins

Price: N5,000:00

N5,000 PER COPY

... Promoting Export, Creating Exporters And Growing Exporters

Title: Retirement Planning from Employee to Entrepreneurship (Vol. II)

Author: Bamidele Ayemibo

Duration: 33Mins

Price: N5,000:00

EXPORT MISCELLANEOUS

TRADE LEADS EXPORT ORDERS			
S/N	PRODUCT	SPECIFICATIONS	MINIMUM SHIPMENT
1.	Charcoal request from Dubai	Charcoal from Hardwood like Ayin, Size-40-200mm, no sparkling wood and moisture -8% max	60 MT Per Month
2.	Sesame Seed request from Turkey	Seller to provide lab analysis and pictures	60 MT Per Month
3.	Cocoa request from Thailand	Seller to provide lab analysis and pictures	100 MT Per Month
4.	Cocoa Beans request from India	Seller to provide samples and pictures	100 MT Per Month
5.	Ginger request from Bangladesh	Seller to provide samples and pictures	40 MT Per Month
6.	Lead Ore request from China	Purity 30% Minimum	100 MT Per Month
7.	Pineapples request from Turkey	Seller to provide samples and pictures	60 MT Per Month

LOCAL ORDERS			
S/N	PRODUCT	SPECIFICATIONS / PAYMENT	MONTHLY VOLUME
1	Lead Ore	Purity-50% Bank Guarantee	120 MT Per Month
2	Zinc Ore	Purity-35% Bank Guarantee	120 MT Per Month
3	Lead Oxide	Purity-30% Bank Guarantee	120 MT Per Month

COMMODITY PRICES (BLOOMBERG)			
S/N	COMMODITY	PRICES	UNIT OF MEASUREMENT
1	Cocoa Beans	USD 2,223.00	Metric Tonnes (Mt)
2	Coffee	USD 142.95	Pounds (lb)
3	Cotton	USD 74.60	Pounds (lb)
4	Aluminium	USD 1,685.00	Bushel (Bu)
5	Copper	USD 5,644.00	Metric Tonnes (Mt)
6	Zinc	USD 2,621.00	Metric Tonnes (Mt)
7	Tin	USD 21,145.00	Metric Tonnes (Mt)

EXPORT FINANCE TIT BITS

EXPORT TEAMS USED IN INTERNATIONAL TRADE

.....CONTD FROM LAST ISSUE

CERTIFICATE OF ORIGIN	Shipping Documents Commercial invoices, bills of lading, insurance certificates, consular invoices, and related documents.
COST AND FREIGHT (C & F)	Packing List A list which shows number and kinds of packages being shipped, totals of gross, legal, and net weights of the packages, and marks and numbers on the packages. The list may be requested by an importer or may be required by an importing country to facilitate the clearance of goods through customs.
EXPORT LICENSE	Rate of Exchange The basis upon which money of one country will be exchanged for that of another. Rates of exchange are established and quoted for foreign currencies on the basis of the demand, supply, and stability of the individual currencies. See "Exchange."

TO BE CONTD IN NEXT ISSUE....

EXPORT PRO

Export Pro is a well researched self study export training material. This was put together by a seasoned trade professional, trainer and practitioner with about a decade experience in this sector of the economy.

Export Pro covers different aspects of Non-oil Export Business in Nigeria and it is designed to equip those that are NEW in this sector to become PROFESSIONALS in export trade.



Export Pro training pack contains:

1. Export Digest Series (6 DVDs)
2. Export Business Master Series (5 DVDs)
3. Mastering Letter of Credit (1 DVD)
4. Export Business Made Easy (a practical export book with an audio CD)
5. Career Transition - From Paid Employment To Self Employment (1 DVD)

N50,000
Tel: 08091244449, 07038704482,
08067476669, 08026782568
Email: tradeacademy@stimpex.com
Website: www.tradeacademy.ng